

Message Text

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44

ACTION STR-04

INFO OCT-01 EUR-12 IO-13 ISO-00 AGRE-00 CEA-01 CIAE-00

COME-00 DODE-00 EB-07 FRB-03 H-02 INR-07 INT-05 L-03

LAB-04 NSAE-00 NSC-05 PA-01 AID-05 CIEP-01 SS-15

ITC-01 TRSE-00 USIA-06 PRS-01 SP-02 FEAE-00 OMB-01

STRE-00 /100 W

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R 191402Z NOV 76

FM AMEMBASSY HELSINKI

TO SECSTATE WASHDC 0709

INFO AMEMBASSY COPENHAGEN

AMEMBASSY OSLO

AMEMBASSY STOCKHOLM

USDEL MTN GENEVA

LIMITED OFFICIAL USE HELSINKI 2420

E.O. 11652: N/A

TAGS: ETRD, MTN, FI

SUBJECT: US TARIFFS OF POSSIBLE FINNISH INTEREST IN MTN

REF: (A) STATE 264214, (B) HELSINKI 2049

1. POST CONDUCTED INFORMAL REVIEW PER REFTL. BECAUSE OF CLOSE INDUSTRY-GOVERNMENT COOPERATION IN MTN, WE AVOIDED DIRECT QUESTIONS IN DISCUSSIONS WITH KEY NON-GOF SOURCES.

2. CONTACTS WITH METAL, WOOD PROCESSING AND CHEMICAL INDUSTRIES, FOREIGN TRADE ASSOCIATION, AND MAJOR EXPORTERS WARTSILA (HEAVY INDUSTRY) AND NOKIA (ELECTRONICS) TURNED UP NO INDICATIONS OF STRONG INTEREST IN SPECIFIC TARIFF REDUCTIONS. TWO CONTACTS REFERRED TO LIST OF TARIFFS AND NTF'S PREPARED BY MFA LAST YEAR, WE ASSUME
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IN CONNECTION WITH MTN.

3. COMMERCIAL SECTION BELIEVES FOLLOWING COULD BE OF INTEREST TO FINNS DUE TO PRESENT OR FUTURE MARKETING PLANS:

(A) LEATHER CLOTHING - MAJOR EXPORTER FRIITALA HAS JUST INITIATED ARRANGMENT WITH CHICAGO FIRM AND EXPANSION OF CURRENT SALES LEVEL LIKELY.

(B) SHOES- FINNISH MFGRS PLAN EXPAND EXPORTS TO ALL MARKETS, INCLUDING US.

(C) SKIS, WINTER SPORTS ACCESSORIES - KARHU-TITAN, MAJOR FINNISH PRODUCER, HAS PLANS TO OPEN FACTORY IN CANADA FOR NORTH AMERICAN MARKET.

(D) JEWELRY - SEVERAL EXPORTERS ARE ENGAGED IN AND AT LEAST ONE PLANS EXPANSION OF SALES TO EC AND US.

(E) STEEL, PARTICULARLY SHEET AND STRIP-OUTOKUMPU OY PLANNING SUBSTANTIAL EXPORTS FROM NEW PLANT, A LARGE PART TO US. SEE REF B FOR BACKGROUND.

(F) TEXTILES AND CLOTHING - SEVERAL CONTACTS COMPLAINED OF HIGH US DUTIES.

4. ON NTB SIDE, A GENERAL PROBLEM IS COMPLEXITY OF US CUSTOMS SYSTEM, PARTICULARLY COMPARISON OF BTN AND TSUS, VALUATION PROCEDURES, AND INVOICE REQUIREMENTS, PARTICULARLY HOME MARKET VALUE DETERMINATION (COMPLEX FINNISH RETAIL TAX STRUCTURE MAKES THIS AWKWARD FOR EXPORTERS TO DETERMINE). ALSO PROBLEM OF KEEPING CURRENT ON FDS REGULATIONS, PARTICULARLY LABELLING, WAS MENTIONED.
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Message Attributes

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